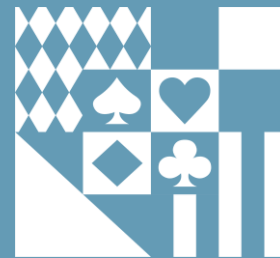


# HOLLYWOOD

## Casino®

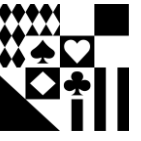
### AT THE MEADOWS

In re: Washington Trotting Association, LLC  
License Renewal  
JUNE 15, 2022  
OHA Docket # 10204-2022



BARSTOOL  
SPORTSBOOK





# Presenter Introductions

**Tony Frabbiele**, Vice President and General Manager

**Kendra Stronach**, Vice President of Finance / CFO

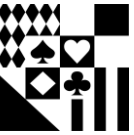
**Alex Hvizda**, Director of Compliance

# Investments & Improvements

Tony Frabbiele, Vice President / GM



## \$26M+ IN INVESTMENTS AND IMPROVEMENTS SINCE 2018



- 10/15/2018
  - Penn completes acquisition of Pinnacle
- 08/30/2019
  - Cage/mychoice Relocation (\$653,000)
- 10/10/2019
  - Retail Sportsbook Launch (\$1.05M)
- 10/29/2019
  - Surveillance System Upgrade (\$1.03M)
- 11/07/2019
  - DraftKings Sportsbook Launch (\$10M license fee)
- 11/08/2019
  - The Eatery by Fabio Viviani Launch (\$5.12M)
- 12/06/2019
  - Garage Repairs (\$750,000)
- 12/15/2019
  - Slot Floor Reconfiguration (\$381,000)
- 01/17/2020
  - H Lounge Renovation (\$2.17M)

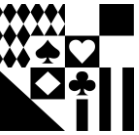


# Investments & Improvements

Tony Frabbiele, Vice President / GM



- 05/15/2021
  - myHeroes Launch
- 07/20/2021
  - Cardless, Cashless, Contactless Slots Launch (\$1.8M)
- 08/20/2021
  - Embers Lounge Launch (\$213,000)
- 10/12/2021
  - Cardless, Cashless, Contactless Tables Launch
- 10/15/2021
  - Hollywood Casino at The Meadows Re-brand (\$756K)



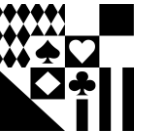
# Investments & Improvements

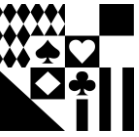
Tony Frabbiele, Vice President / GM



mychoice

- June 9, 2022
  - Barstool Sports Campus Launch (\$6.8M)





# By The Numbers

Kendra Stronach, VP of Finance / CFO

- **\$3.54B** Gross Gaming Revenue since 2007
- **\$2.02B** Gaming/Racing Taxes and Fees Paid
  - \$1.13B Commonwealth of Pennsylvania
  - \$163.4M Economic Development Fund
  - \$68.0M Administrative Fees to CoP
  - \$213.0M Local Share—Municipal and County
  - \$69.8M Slot & Table Games Initial License Fees
  - \$10.0M Sports Wagering Certificate Fee
  - \$348.8M PA Race Horse Development Fund
  - \$20.8M PA Pari-Mutuel Taxes
- **\$407M** Salaries and Wages paid since 2007
- **\$145M** Benefits paid since 2007
- **\$44.3M** payroll Taxes since 2007
- **\$29.1M** Local and State Vendor Purchasing (annually)
  - \$15.7M In-state Purchases (annually)
  - \$13.4M Allegheny/Washington Purchases (annually)
  - \$1.3M MBE/WBE Purchases (annually)

# Operations

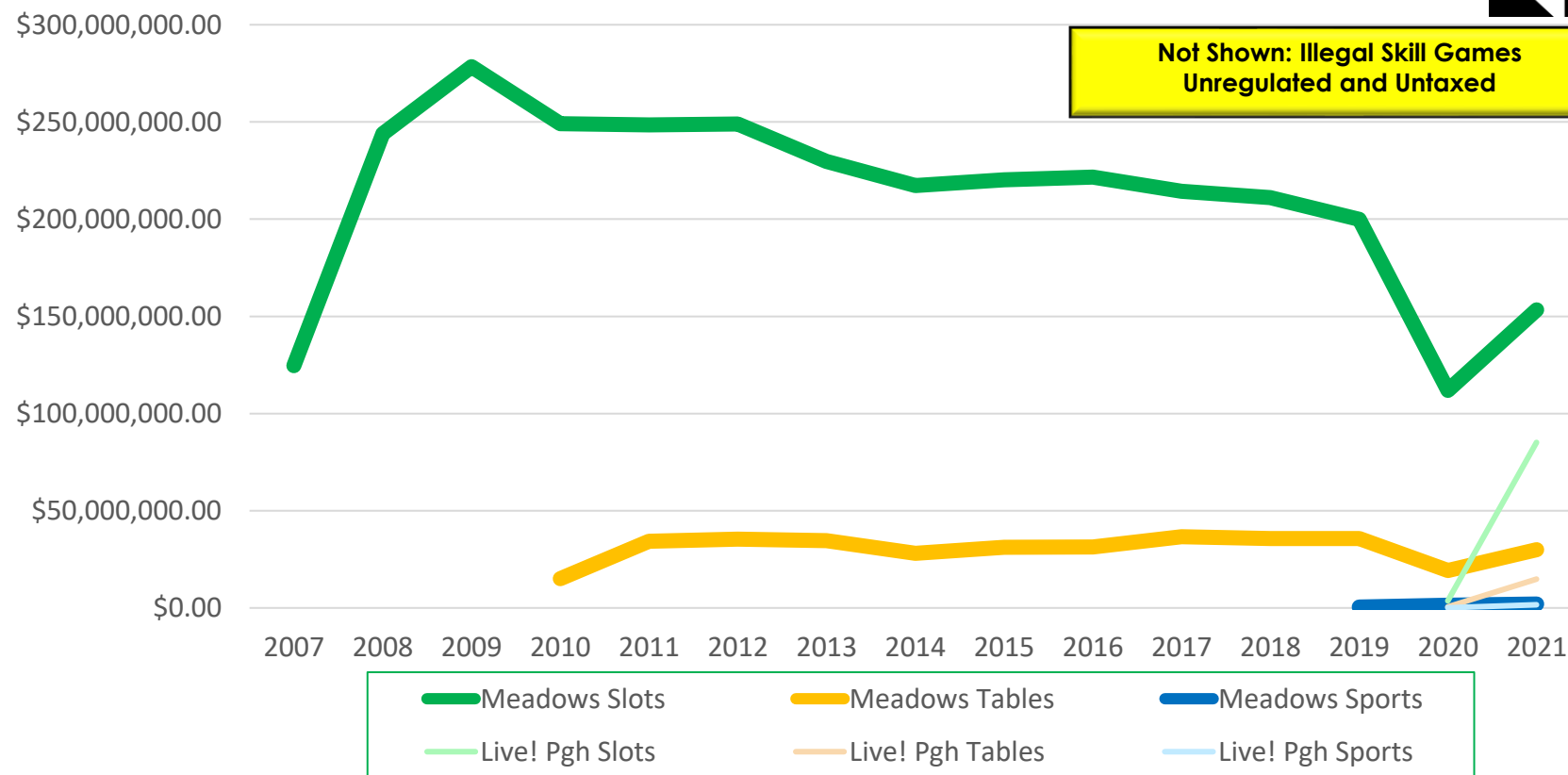
Kendra Stronach, VP of Finance / CFO



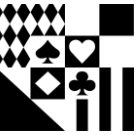
## Gross Gaming Revenue



Not Shown: Illegal Skill Games  
Unregulated and Untaxed



Slots	Tables	Sports
<ul style="list-style-type: none"> <li>• 2006 slot machines</li> <li>• \$4.5M –New Slot Product Investment since Oct. 2018</li> <li>• 211—New Slots since Oct. 2018</li> <li>• Non-smoking square footage 50%→60%.</li> </ul>	<ul style="list-style-type: none"> <li>• 84 Table Games (65 banking; 14 poker; 4 fully-automated; 1 dealer-assisted hybrid)</li> <li>• 195 Employees (as of 12/31/21)</li> <li>• 87% PA Residents (as of 12/31/21)</li> <li>• Accelerated training programs</li> <li>• New tabletops and OS</li> </ul>	<ul style="list-style-type: none"> <li>• 5 Teller Windows; 18 self-service kiosks</li> </ul> <div> <div>Wager Amount by Ticket Type</div> </div> <div> <div>Ticket Count by Wager Type</div> </div>

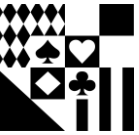


# Racing

Kendra Stronach, VP of Finance / CFO

- \$12M in backside improvements since 2007
- 180+ live race days (only year-round standardbred racing in PA)
- \$143,000 average purse
- \$25.6M annual purses
- \$450,000 Adios Pace for the Orchids
- Stabling for 800 horses
- Now broadcasting in HD





# Our People

Alex Hvizda, Director of Compliance

- 660 Team Members
  - 43% Female
  - 10% Racial Minority (Washington County = 10%)
  - 92% PA residents
  - 550 FT / 110 PT
- Managerial/professional
  - 34% Female
  - 12% Racial Minority
  - 75% internal candidates
- 226 New Hires (2021)

Starting Rate % Increase (Pre vs. Post COVID)	Meadows
Security Officer	18%
Cage Cashier	12%
Count Team Member	10.4%

- Puerto Rico Recruitment
- Hiring Our Heroes Fellowships



- BENEFITS
  - 401K, MEDICAL, DENTAL, VISION
  - PAID TIME OFF
  - BONUS PROGRAMS
  - TUITION REIMBURSEMENT
  - DISCOUNTS / REBATES
  - PROFESSIONAL DEVELOPMENT
  - FREE, ON-SITE TABLE GAMES DEALER TRAINING



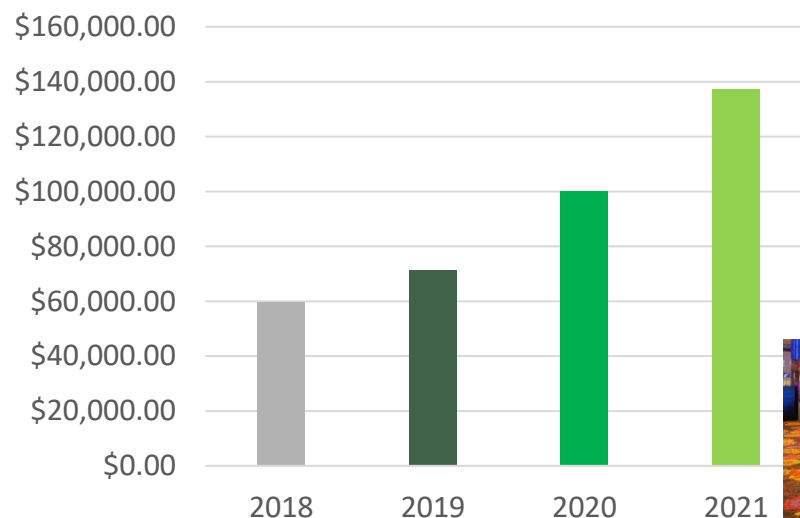
mychoice

# Our Community

Alex Hvizda, Director of Compliance



## Charitable Contributions



- **\$36,292**—American Cancer Society
- **\$35,644**—Washington County Food Bank
- **\$26,890**—Veterans Leadership Program
- **\$7,717**—Washington Area Humane Society



**GAMBLING PROBLEM?**  
CALL 1-800-GAMBLER FOR HELP.



Point phone camera here 📱  
and tap the link that appears.

Brochures and additional information  
are available at Cashier's Cage.



## TEAM MEMBER COVID CARE

- Medical/Pharmacy Benefits Extension
  - March 2020 through August 2020
  - December 2020 through January 2021
  - Waiver of Arrears
- Team Member Emergency Relief Fund
- Team Member Bonus of \$500+
- PTO Sell Back
- Vaccine Clinics with Washington Health

**\$20,000**  
**Annual Sponsorship**  
**Council on Compulsive**  
**Gambling of PA**



# Our Community

Alex Hvizda, Director of Compliance



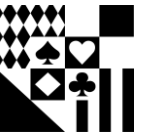
## UNATTENDED MINORS

- 30+ SIGNS
- 72+ CAMERAS COVERING THE PARKING AREAS AND LOBBIES
- 3 INFRARED HD CAMERAS

Before



After



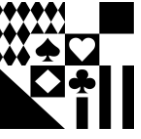
### **IT'S THE LAW**

**LEAVING A CHILD OR PET UNATTENDED IN A MOTOR VEHICLE IS A CRIMINAL OFFENSE.**

**VIOLATORS WILL BE PROSECUTED.**

Gambling Problem? Call 800-Gambler for help.





# Questions?